

AXT supplying raw materials

Substrate maker AXT Inc of Fremont, CA, USA is now supplying raw materials, including 4N, 6N, and 7N gallium, boric oxide, germanium, arsenic, pBN crucibles used in crystal growth, and parts for MBE, via five Chinese joint venture companies: Beijing Ji Ya Semiconductor Material Co. Ltd., Nanjing Jin Mei Gallium Co. Ltd., Xilingol Tongli Germanium Co. Ltd., Emeishan Jia Mei High Purity Materials Co. Ltd., and Beijing Bo Yu Semiconductor Vessel Craftwork Technology Co. Ltd.

"This expanded raw material offering allows us to provide enhanced value to our customers by enabling them to work with one supplier for all of their substrate and raw material requirements," said Phil Yin, CEO.

* As part of efforts to downsize its facility in Fremont, CA, USA, in December AXT decided to reduce its workforce over the following 120 days by about 15 positions (29%), which are no longer required to support production and operations. AXT recorded a restructuring charge of \$340,000 in Q4/2005 for severance-related expenses. AXT recorded a further charge of \$189,000, mainly for liquidating its Japan office.

* GEO Semiconductor has become AXT's new exclusive distributor in Europe. John Lockley, former European Sales Manager for Veeco MBE products, joins GEO as the account manager. AXT's senior sales director, Bob Ochrym, will work with Lockley and GEO's European sales manager Ralph Hananel.

"Our goal for 2006 and beyond is to provide one focal point for sales and to further improve our customer service," said John J. Cerilli, vice president of global sales and marketing. "Europe represents a very important and growing market for AXT," said Yin.

www.axt.com

Aviza expects fiscal 2006 sales of \$150-170m; chooses Japan distributor

Process equipment maker Aviza Technology Inc of Scotts Valley, CA, USA believes its revenue for its fiscal 2006 (to end-September 2006) will be \$150-170m (excluding revenue on shipments by plasma etch and deposition system maker Trikon Technologies Inc prior to their merger last December).

Year-on-year gross margin for the combined company should improve by 4-6% compared to Aviza's fiscal 2005 gross margin of 15%. Aviza expects R&D expenses to be 13-16% of revenue, and sales, general and administrative (SG&A) expenses to be 14-17% of revenue.

* Aviza has selected Fastgate Corp as its authorized distributor and service supplier in Japan.

"Japan is a critical and strategically important market for Aviza, where the company has a large installed base of primarily atmospheric-pressure CVD systems as well as atomic layer deposition tools," said Rick O'Malley, VP Worldwide Sales and Customer Support. "Together with Aviza's existing Japan sales, service and support offices and Fastgate's established network, this partnership will help enhance Aviza's position in the

Japanese market. Aviza Technology KK and Fastgate intend to leverage the increased sales and service infrastructure to promote the company's newly expanded portfolio of product offerings and advanced process technology and materials solutions."

Fastgate distributed and serviced Trikon Technologies' CVD, etch and PVD products for five years before Trikon's merger with Aviza in December. Fastgate will continue to promote the former Trikon products.

www.avizatechnology.com

BSW to represent StratEdge in Germany, Benelux



StratEdge's 580286 LCC DC to 23 GHz package, chosen by Accel-RF as a platform for its Automated Accelerated Reliability Test System.

BSW TestSystems & Consulting AG of Boxmeer, The Netherlands and Ismaning, near Munich, Germany, is to handle sales and technical support in Germany, Belgium, Netherlands and Luxembourg for the complete line of DC to 50+ GHz packages, aerospace stripline filters, and assembly and test services of StratEdge, San Diego, CA, USA.

The BSW team will be led by Remi Tuijelaars, managing director BSW bv, RF and Microwave Test and Measurement.

* Accel-RF Corp of San Diego, CA, USA has chosen StratEdge's 580286 Low Cost Commercial (LCC) DC to 23 GHz packages as a platform for its Automated Accelerated Reliability Test System for high-frequency devices. A 0.25" x 0.25" (6.35mm x 6.35mm) cavity dimension

accommodates most devices. StratEdge is also providing assembly services, including gold-tin eutectic die attachment and wire bonding.

A flexible pin-out of two RF and eight DC leads allows easy device connection. A copper composite base with a microstrip-imbedded microstrip-microstrip transition design provides thermal conductivity and expansion compatible with compound semiconductor devices.

www.stratedge.com

First 300 mm epitaxy system in China

ASM International N.V. of Bilthoven, The Netherlands has sold the world's first 300 mm epitaxial reactor into mainland China. The Epsilon 3200 system, shipped in Q4/2005, was ordered by the Beijing-based General Research Institute for Nonferrous Metals (GRINM).

Although initially used for 12-inch silicon epitaxial wafers, the system was chosen specifically to expand into studies of SiGe, strained silicon as well as other new research areas, said GRINM's president, Dr Hailing Tu.

"The addition of GRINM to our customer base is a huge win for ASM and plays an important role in our China market strategy, especially since GRINM is engaged in a wide range of government-funded, advanced scientific and engineering programs, and is capable of spinning off large commercial projects," said Dr Armand Ferro, ASM's Epsilon Business Unit Manager.

www.asm.com